

**COUNTY OF CATTARAUGUS
INDUSTRIAL DEVELOPMENT AGENCY**

BOARD MEETING MINUTES

June 6, 2017

CCIDA OFFICE – Ellicottville, N.Y. -11:15 a.m.

Roll Call: -Taken-

Members

Present:

Mr. Brent Driscoll
Mr. Greg Fitzpatrick
Mr. Michael Wimer
Mr. Vergilio Giardini

Excused:

Mr. Thomas Buffamante - Chairman
Mr. Joseph Higgins
Mr. Joe Snyder

CCIDA Staff:

Mr. Corey R. Wiktor, Executive Director
Mr. George Cregg, Jr., CCIDA Legal Counsel

Presenters/Guests:

Mr. Reid Smith – *Six Smiths Properties, LLC*

Mr. Richard Zink – *Southern Tier West*

Ms. Evelyn Sabina – *Dream It – Do It*

Mr. Rick Miller – *Olean Times Herald*

Mr. John Thomas – *The Villager, Newspaper*

Ms. Crystal Abers – *Catt. County Economic Development Planning & Tourism*

Acting Chairman, Brent Driscoll called the meeting to order at 11:16 a.m.

A roll call of the Board of Directors of the CCIDA was taken; Mr. Buffamante, Mr. Snyder & Mr. Higgins were excused due to prior work commitments.

APPROVAL OF MINUTES:

A Motion was made by Dick Giardini, with a second by Michael Wimer to accept the April 18, 2017 CCIDA Board Meeting Minutes as presented to the CCIDA Board. **Motion Carried**

***NEW APPLICATION/PROJECT:**

-Six Smiths Properties, LLC:

Mr. Wiktor then introduced Mr. Reid Smith who explained his vision for his proposed project in Randolph. Six Smith Properties, LLC. has asked the County of Cattaraugus Industrial Development Agency (CCIDA) to consider their application for the complete renovation of two (2) buildings in the Village of Randolph, New York. Mr. Reid Smith, resident of Randolph is looking to undertake this proposed development in the Historic Village.

The initial projects calls for stabilization of the two buildings, build outs to include a Laundromat, and mixed use commercial space. Located on the upper floors of the buildings, will be new apartments, offering a desired option for people looking to live in the Village. Our help will allow the developer to invest and reclaim two very significant buildings in the Village, which will not only add housing (rental), which is needed, but will also increase sales tax and real property tax in the City/County.

The IDA adaptive reuse program is intended to help bring life back to dark and underutilized buildings within the County. These are two very significant buildings in the heart of the Village. Mr. Smith is also looking into using other sources of financial assistance such as the Historical Building tax credit which equates to approximately 40% in tax credits. Mr. Wiktor stated that without some of these financial assistance programs that are available, some of these projects may not happen.

Mr. Wiktor stated that this project fits our Adaptive Reuse policy very well, and the CCIDA is very excited to be asked to assist with this project. The benefits that are being offered are the 10 year Adaptive Reuse PILOT and NYS Sales Tax Exemption on furnishings, fixtures, and equipment, and possible Mortgage Recording Tax exemption. Mr. Smith has taken the first step in the start of revitalizing the Main Street of Randolph with hopes that others will follow suit.

Various meetings and discussions have taken the place over the past several months. The CCIDA is investigating ways we can become part of various redevelopment projects and leverage our ability to make these types of transformational projects come to life.

Total project cost/investment of roughly \$300,000(+,-) for cost of the reconstruction, furnishings and equipment, etc. related to this proposed project.

RESOLUTIONS:

A Motion was made by Brent Driscoll, seconded by Michael Weimer, **RESOLUTION AUTHORIZING THE EXECUTIVE DIRECTOR OF COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO HOLD A PUBLIC HEARING REGARDING A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF SIX SMITHS PROPERTIES LLC.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, and Mr. Wimer and voting yes. Mr. Buffamante, Mr. Higgins, and Mr. Snyder were excused. **Motion- Carried.**

A Motion was made by Michael Wimer, seconded by Brent Driscoll, **RESOLUTION DIRECTING THE EXECUTIVE DIRECTOR OF COUNTY OF CATTARAUGUS INDUSTRIAL DEVELOPMENT AGENCY TO TAKE CERTAIN ACTIONS UNDER ARTICLE 8 OF THE ENVIRONMENTAL CONSERVATION LAW IN CONNECTION WITH A PROPOSED PROJECT TO BE UNDERTAKEN FOR THE BENEFIT OF SIX SMITHS PROPERTIES LLC.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, and Mr. Wimer voting yes. Mr. Buffamante, Mr. Higgins, and Mr. Snyder were excused. **Motion- Carried.**

Presentations/Updates to the CCIDA:

Mr. Richard Zink, Director *at Southern Tier West* was next introduced to give an overview and update of the *Broadband development* that has taken place in Cattaraugus County and what future development routes are planned for broadband within the County.

Mr. Zink stated that on January 8, 2016, Gov. Cuomo launched a *\$500 million New NY Broadband Program*, with legislative support. This was the largest and most ambitious State broadband investment in the nation. The program achieves its goals through public-private sector partnerships. Phase 3 is launched on March 30, 2017. FCC has allocated up to \$170 million from the Connect America Fund and the CAF is to address eligible unserved areas of New York State.

Mr. Zink reviewed with the CCIDA Board the current NYS Broadband Status up to June 2017. The agreement is that all areas must have fiber optic wires to the homes in their designated areas by December 31, 2017 however the service in some areas will not be activated or live until December 2021 these will be mostly in rural areas, which will probably be served by satellite service. Some of the highlights that Mr. Zink covered in his handout are as follows: With all the build-outs and upgrades committed by Charter Communications, Phase I and 2 awards will result in 98% of New Yorkers having access to high-speed broadband. Charter Communications is launching first-ever statewide low-income broadband program for low income families. Currently Mr. Zink said approximately 85% of our County is covered and by the end of the year 2021 it is expected to be 100% coverage.

Mr. Wiktor asked if anything is being done in the Ellicottville area, specifically. Mr. Zink said that the area currently being covered by Spectrum will be upgraded to a much faster service in this area, with future build outs to continue over the next few years.

The Board thanked Mr. Zink for coming to the meeting, and for all of the material and maps that he presented to the Board members for their further information in regards to the Broadband build out efforts.

Mr. Wiktor then introduced **Ms. Evelyn Sabina from *Dream It. Do It.*** – Ms. Sabina was here to provide Program updates on the Dream It. Do It program. Ms. Sabina’s overview included the Companies that have participated in the program and the number of students that have participated, etc. This program was designed because of the lack of skilled employees that would be entering the workforce in the future without a program such as this. This program would not be possible without the participation of the local manufacturing companies that have not only financially supported this endeavor, but have donated their valuable time to the hundreds of past students.

A Dream It. Do It Manufacturing & STEM Fair was held on Friday, April 28, 2017 with over 1,000 students, teachers, administrators, manufacturers, and community members participating at this event at Portville High School. Students from 17 area schools visited 26 manufacturers, colleges, and educational organizations to learn of the manufacturing opportunities in our area and the skills necessary to pursue a rewarding career in advanced manufacturing.

The National Manufacturing Day is in October of each year with a Dream It. Do It 500 event held at area Manufacturing Companies giving tours, approximately 700 students attended this event.

Mr. Driscoll stated that there is a real need for advanced manufacturing workers in Western New York and anything that can be done to keep workers here is good news. Mr. Driscoll said that we have a lot of good workers/employees in Western New York but we need to bring their level up to the advanced manufacturing level.

The Board was very appreciative of Ms. Sabina’s presentation and will continue to look into ways of supporting this great program in the coming years.

Resolutions from a prior Applications/Projects that are in process

(#1.) Win Sum Ski Corp. -

A Public Hearing for this proposed project (April 18, 2017 application) was conducted at 9:00 a.m. on May 16, 2017 at the CCIDA Offices, 9 E. Washington Street, Ellicottville, NY. Minutes from the Public Hearing were included in your packets for your review. For the record, there was no one in attendance at this Public Hearing and no comments were received prior to or after the public hearing regarding this project.

RESOLUTION:

A **Motion** was made by Gregory Fitzpatrick., seconded by Brent Driscoll, **RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR WIN-SUM SKI CORP. (THE “COMPANY”)**. A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, and Mr. Wimer voting yes. Mr. Buffamante, Mr. Higgins, and Mr. Snyder were excused. **Motion- Carried.**

Mr. Wimer noted that Cattaraugus County Bank has been involved in various banking relationships over the years with Win-Sum Ski Corp. they have no financial interest or direct involvement in this proposed project.)

(#2.)-Olean Manor, Inc. -

On April 13, 2017 the Agency received an amended application in regards to the financial assistance being sought from the Agency, due to increased construction costs. Since the increased costs will result in an anticipated benefit of over \$100,000, a second Public Hearing was required to be held.

The second Public Hearing was held at the Allegany Town Hall on May 15, 2017 at 10:30 a.m. The minutes of the public hearing were included in your packets for your review. For the record, there were two (2) people in attendance at this public hearing, both in support of the project.

RESOLUTION:

A **Motion** was made by Vergilio Giardini, seconded by Michael Wimer, **RESOLUTION AUTHORIZING ADDITIONAL FINANCIAL ASSISTANCE IN CONNECTION WITH THE OLEAN MANOR, INC. PROJECT.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, and Mr. Wimer voting yes. Mr. Buffamante, Mr. Higgins, and Mr. Snyder were excused. **Motion- Carried.**

(#3.)-Olean Gateway ,LLC. -

RESOLUTION:

A **Motion** was made by Gregory Fitzpatrick, seconded by Vergilio Giardini, **RESOLUTION AMENDING A RESOLUTION ENTITLED “ RESOLUTION AUTHORIZING EXECUTION OF DOCUMENTS IN CONNECTION WITH A LEASE/LEASEBACK TRANSACTION FOR A PROJECT FOR OLEAN GATEWAY LLC (THE “COMPANY”),” AS SUPPLEMENTED.** A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, and Mr. Wimer voting yes. Mr. Buffamante, Mr. Higgins, and Mr. Snyder were excused. **Motion- Carried.**

(#4.) – North Delaware Holdings, LLC & Stillhouse of Buffalo, LLC –

A Motion was made by Brent Driscoll, seconded by Gregory Fitzpatrick to table the Resolution for North Delaware Holdings LLC/Stillhouse of Buffalo LLC until the Special Meeting scheduled for June 15, 2017 at 9:00 a.m. due to a conflict of interest on the part of Mr. Michael Wimer.

FINANCIAL REPORT:

A Motion was made by Brent Driscoll, seconded by Michael Wimer to approve the April 2017 Operating Statements as prepared. **Motion – Carried**

Mr. Wiktor also reviewed with the Board the Certificate of Deposit/Savings Account with the collateral back up provided to any Board Members that would like to see them. Mr. Wiktor also mentioned that we are looking into another institution that is paying higher rates and we will be reporting on this as soon as the information is available.

We currently have five (5) projects in the closing phase and anticipate some of these projects to close within the second quarter of 2017. We specifically anticipate two (2) projects to close by the end of July 2017.

Concluding the Financial Report, Mr. Wiktor asked for a Motion to set up a Special Meeting on June 15, 2017 at the CCIDA Offices at 9:00 a.m. to discuss the new applications (3) received for Solean, Solean West, and Homeridae in the City of Olean.

A Motion was made by Brent Driscoll, seconded by Vergilio Giardini to schedule a special meeting on June 15, 2017 at 9:00 a.m. in the CCIDA Offices. A Roll Call vote was taken with, Mr. Driscoll, Mr. Fitzpatrick, Mr. Giardini, and Mr. Wimer voting yes. Mr. Buffamante, Mr. Higgins, and Mr. Snyder were excused. **Motion- Carried.**

-Internal (IDA Meetings/Discussions):

- ✓ Recently submitted a property site requests from Invest Buffalo Niagara, in relation to **Project Give. & Project College.** We hope to be conducting a personal meeting and further tours in the coming weeks.
- ✓ 2017 Consolidated Funding Application (CFA) Workshop set for May 31st from 1:00 pm to 3:00 pm at Holiday Valley in conjunction with Cattaraugus County and Empire State Development. An informational event will also be set up on June 1st as well.
- ✓ Have a conference call with Senator Young in regards to various proposed projects and area Companies to discuss ways that we can connect the State to them for additional assistance.
- ✓ Met with a local “tourism destination facility” to review and complete an application for the IDA to consider. Proposing to be on a future IDA Board meeting Agenda.
- ✓ Meeting with myself and Crystal Abers on April 19th with Paul Neureuter and Scott Fairbrother with Krog Development in regards to the Exit 25 (HK Olean Project). Project is looking to move forward this year.

- ✓ Met with Mark Storch and Heather Novak in regards to small power grid systems and how they can help area companies.
- ✓ Route 219 Roundtable Meeting with NYSDOT and State Officials in regards to discussion of the DEIS Funding for future expansion of US Route 219.
- ✓ Met with Nick Pitillo in regards to a possible project within Cattaraugus County.
- ✓ Met Crystal Abers in regards to two (2) possible projects, one in Randolph and one in Ellicottville. More information to follow in the coming weeks.
- ✓ Attended all Cattaraugus County Economic Development Team meetings in April and May (thus far).
- ✓ Hospitality and Tourism Roundtable at the Seneca Allegany Casino.
- ✓ Met with Kinley Construction to review the “Field of Dreams” Project in Allegany. Also discussed a possible commercial construction project with them.
- ✓ Meeting set up with an Olean area manufacturer in regards to a possible expansion at their plant. We met with this Company in April, a second meeting is planned within the next week or so.
- ✓ Met with Jeff Belt for a meeting in Olean to discuss his Adaptive Reuse Projects and area development ideas, etc.
- ✓ Olean Business Development Board meeting.
- ✓ Met with Don Benson and Mark Storch in regards to Acadia Energy in Olean.
- ✓ Met with Paul Leone, area IDA Director and Mike Nowicki from Bank of America in regards to a possible project for Cattaraugus County. Future needs of a local Company.
- ✓ Met with Tony Kurdziel from Hodgson Russ in regards to a business development meeting for Cattaraugus County.
- ✓ Conducted a meeting with Invenergy at the IDA Office in regards to a proposed wind project in the Northeast corner of Cattaraugus County.
- ✓ Working on various active and “soon to be closed” IDA Induced projects.
- ✓ Met with Mr. Scott Nelson from Keystone Tool & Die, Corp. to discuss IDA incentives, County programs and ESD incentives should they chose to go forward with any proposed investment plans at their current operation.
- ✓ Met with Mr. Dennis Penman from Ciminelli Development to discuss area properties and sites that they may be interested in developing within Cattaraugus County. A second meeting is in the works as well.
- ✓ Met with Rod Olson, President of OSM Corp. in Olean for a meeting and plant tour. A second meeting is being planned to bring in the State AND County.
- ✓ Olean Business Development Corp. Tax Credit presentation.
- ✓ Met with Mr. Mark Moser, Owner of Austin Milling in South Dayton for a catch up meeting to see how his business is doing and how we can help.
- ✓ Met with Robert Dingman to discuss future Railroad plans, etc.
- ✓ Met with a gentleman who is currently leasing a building in Cattaraugus County, we are discussing steps to have him purchase this building and move his business within the County.
- ✓ Met with David C. from Iskalo Development in Williamsville to discuss updates in regards to their property that they currently own in Ellicottville. I also discussed various parcels of property that are available in the City of Olean.
- ✓ Met with Don Benson and a large solar company that is proposing a development in Olean, future meetings to follow.
- ✓ Met with John Stahley from Dresser-Rand/Siemens for an update meeting.
- ✓ Continued outreach emails and phone calls to area businesses to continue to stay in touch and in front of them to facilitate their investment and business growth needs.

-External (Points of Interest relating to the CCIDA):

- ✓ **Ribbon Cutting Ceremony:** I attended the ribbon cutting ceremony and plant tour at Elantas. This is in regards to the acquisition of Conap from Solvay by Elantas PDG. The event took place on Thursday, June 1, 2017 at 10:00 a.m.
- ✓ **Western New York Regional Economic Development Council Announcement:** “Governor Cuomo Launches Seventh Round of Regional Economic Development Council Competition”. The CCIDA & Cattaraugus County sponsored the informational event at Holiday Valley on May 31st to review the programs that are available for the latest round of CFA awards.
- ✓ **Cattaraugus County Economic Development Team Event:** Seminar to be held on Thursday, June 8, 2017 at the Cutco Theater at JCC Olean to discuss economic development resources to help start and grow a business in Cattaraugus County, by the Cattaraugus County Economic Development Team.
- ✓ **Town and Village of Ellicottville:** Diana Cihak – President of Upper Edge Consulting, LLC to speak with the leadership of Ellicottville about their desire to diversify the employment base of the Town/Village of Ellicottville. The IDA will be a member of this group and will sponsor and host the meeting on June 8th.
- ✓ **Invest Buffalo Niagara:** dated: May 3, 2017 “*The Charming Cattaraugus County.*” A recent review by IBN, in regards to economic development week.
- ✓ **NYS Department of Labor:** Southern Tier – Allegany, Cattaraugus and Chautauqua – Labor Market Analysis by John Slenker. An update of some employment numbers in the Southern Tier counties.
- ✓ **Route 219 Roundtable:** I attended a meeting that was held on Friday, April 21, 2017 at Holiday Valley Resort, Ellicottville, NY. The US Route 219 Environmental Impact Study has been restarted, and federal funds have been obligated for the study.
- ✓ **Salamanca Press Article:** dated: April 26, 2017. Cattaraugus County Legislature approves two (2) small business loans that the IDA has also been working with and involved with, *Stillhouse of Buffalo and Mansfield Arms and Ammo.*
- ✓ **Focus: Southern Tier:** “*Next generation of manufacturing*”. JCC institutes train students to fill demand in Jamestown and Olean.
- ✓ **Billings Sheet Metal, Inc. :** Monthly Market Bulletin for May 2017
- ✓ **The Post - Journal:** “*Excursion Train Travel Experiences is on Track*”
- ✓ **Prevailing Wage: Higher Taxes & Fewer Projects.:** Buffalo Niagara Partnership to host a Capital Conversations event on June 2, 2017.
- ✓ **National Fuel:** Met with National Fuel in regards to their business programs that are available to businesses in Cattaraugus County. “National Fuel’s Area Development Program can assist with funding your business relocation, business expansion or ongoing operation”
- ✓ **Congressman – Tom Reed:** Letter thanking Mr. Wiktor for his participation in the recent discussion of tax reform held at the Olean Business Development Center on April 19, 2017.

ADJOURNMENT:

A **Motion** to adjourn the CCIDA Board Meeting was made by Brent Driscoll seconded by Michael Wimer at 12:52 p.m. **Motion-Carried.**

***The next CCIDA Special Board of Directors meeting: Thursday, June 15, 2016 at 9:00 a.m. at the CCIDA Offices in Ellicottville, NY**